RENTGROW

Resident Screening Technology

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Discussion Points

- Technology General Comments
- Technology Resident Screening

Technology - General Comments

- Technology Investments vs. Other Investments
 - ROI Analysis
 - Determine Practical Methodology
 - Traditional Factors
 - Increase Revenue, Decrease Costs, Competitive Necessity
 - Other Considerations (more difficult to quantify)
 - Improve Service Level, Better Decision Making, Increased Productivity

Technology - General Comments

• "If you don't have people that care, computers (and technology) are useless." – Gene Glick

 Technology evolves – Today's competitive advantage is tomorrow's competitive necessity.

Technology - Resident Screening

- Information Access
- Resident Screening Systems
- Management Reporting

Information Access

- Two types of information and data
 - Transaction Data
 - Used during a business process (usually revenue generating) - e.g. credit report
 - Analytical Data (Management Reporting)
 - After the fact e.g. monthly transaction analysis
 - Business Intelligence Evaluate progress towards goals and objectives.

Transaction Data

- Credit Information
 - -Fraud Checks
- Criminal Records
 - -Statewide database searches
 - County-level database searches
- Address Data
- Terrorist Data
 - -OFAC (Office of Foreign Asset Control)

Transaction Data

- Challenges
- Business Process Redefine to include new sources of information
- Training Ensure staff understand how to utilize new sources of information
- Goal Seamless and automated

- Web Based
- Credit Scoring
- System Integration

Web Based

Easy to:

- -Train
- -Use
- -Access
- -Maintain

- Credit Scoring
 - Streamline resident screening process
 - Fair Housing compliance
 - Incorporate best practices
 - Validation

RegistrySCOREX Report

Invoice No: 1554151 Benson Vardos

FIRST AMERICAN REGISTRY, Inc.

 Property defined decision

- Applicant information
- RegistrySCOREX **Score**





RegistrySCOREX Account No...: 47730

Member Name...: Summer Terrace Apartments
Applicant....: EBENSON VARDOS

Current Add...: 123 EASY STREET BETHESDA ND 20810
Previous Add.: Bureau...: EQF & FAR
Invoice No: 15541518
SSN.....: 123-45-6789

REGISTRY SCOREX (TM)

17:28:16

*** APPLICANT RENT AND INCOME SUMMARY *** Reported Income: \$3,000 Expected Rent : \$900

** RESULTS ** Results are based solely upon pre-selected criteria established by the member and any questions concerning the criteria should be directed to the member.

> Approved - does presently qualify 208

The specific element(s) which most negatively impact the applicant(s) score are as follows:



Welcome, RentGrow Inc Dev Test Node C/S

USER SECURITY

CUSTOMER CENTER



APPLICANT SUMMARY

SERVICES FOR THIS APPLICANT

- State Criminal Records Searches
- FaxBack Criminal Records
- OFAC Name Search
- Reevaluation Request
- SureDeposit Bond Form
- Applicant Summary
- Edit Applicant
- Generate Letters

Applicant Informatio	n		
FIRST NAME	LAST NAME	SSN	DOB
Fred	Dryer	321-12-8711	02/01/1980
DATE ENTERED	INPL	JT BY	POLICY
10/21/200312:39	Mich	ael Lapsley	P1800
TotalScreen Recomm	nendation		
RECOMMENDATION			



A=ACCEPT with NORMAL security deposit

FaxBack Criminal Search Results

Search Complete - No Records Found

Eviction Search Results

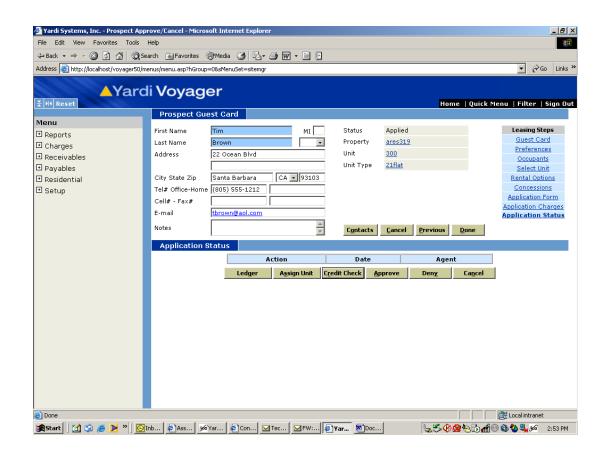
Search Complete - No Records Found



PRINT SCREENING DETAIL

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- System Integration
 - Property Management Systems
 - Other 3rd Party Services



Management Reporting

- By-product of transaction process
- Centralized Databases
 - -Uses:
 - Auditing Capabilities
 - Model Validation
 - Sales and Marketing Effectiveness
 - Customer/Prospect Demographic and Survey Data

Questions

www.rentgrow.com
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